

A person's hands are shown holding a tablet computer. The screen displays a real estate market monitoring application. At the top, there are several filter tabs and dropdown menus. Below these, a line graph is visible, showing three distinct data series: a blue line at the top, a brown line in the middle, and a red line at the bottom. All three lines show an overall upward trend over time. The background of the image is a blurred outdoor setting.

ShowingTime® Showing Index®
April 2018

About

ShowingTime

ShowingTime is the leading market stats and showing management technology provider to the residential real estate industry. Its MarketStats division provides interactive tools and easy-to-read market reports for MLSs, associations, brokers and other real estate companies. Its showing products and services take the inefficiencies out of the appointment scheduling process for real estate professionals, buyers and sellers, resulting in more showings, more feedback and quicker sales. The ShowingTime mobile app equips users to schedule showings, review appointments, generate reports and more. ShowingTime products are used by 200+ MLSs and associations representing more than 950,000 real estate professionals across the U.S. and Canada.

For more information, visit www.showingtime.com.

ShowingTime Showing Index®

The ShowingTime Showing Index® tracks the average number of buyer showings on active residential properties on a monthly basis. Our national and regional indices are computed based on approximately 110,000 listings from 25 local markets across the U.S. Our methodology focuses on properties listed by agents subscribing to ShowingTime's full appointment management solutions at the agent and office levels. It includes all buyer showing appointments requested or logged across all ShowingTime systems, including ShowingTime for the MLS, ShowingTime Front Desk and ShowingTime Appointment Center.

For inquiries, contact research@showingtime.com.

The ShowingTime Showing Index® tracks the average number of buyer showings on active residential properties on a monthly basis.

ShowingTime Research Team



Daniil Cherkasskiy

Chief Analytics Officer

Daniil manages the company's internal analytics systems, data warehousing and data product development. Prior to joining ShowingTime, Daniil worked as a quantitative analyst designing trading strategies for the derivative markets. Daniil graduated summa cum laude from the University of Illinois at Chicago and holds a master's degree in data science from Northwestern University.



Michael Lane

President

Michael leads sales and marketing at ShowingTime. A founding management team member, he works directly with many of ShowingTime's 190+ MLS customers and many of the largest real estate companies throughout North America. Previously he served as a management consultant with A.T. Kearney and as a naval officer aboard nuclear submarines. Michael has an MBA from the Kellogg Graduate School of Management, a Masters of Engineering Management from Northwestern University and is a distinguished graduate of the U.S. Naval Academy.



Scott Woodard

Founder & Chief Executive Officer

Scott is an active leader in the Chicago technology community. His previous company, ZyLAB, developed the first PC search engine. Scott has expertise in voicemail technology, having developed one of the first automated voice delivery and notification systems. He is a founding board member of the Information Technology Association of Illinois and formerly served on the board of directors of Woodard Development Corporation, a real estate development firm. He holds several patents in real estate technology and other areas. Scott has a Ph.D. in Electrical Engineering from the University of Illinois.

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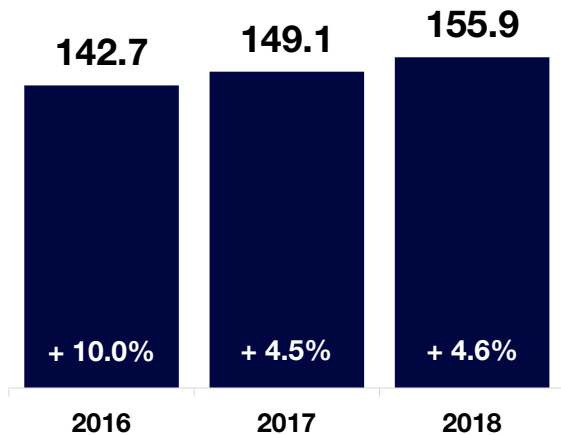
ShowingTime Showing Index®

United States Report

Methodology: The ShowingTime Showing Index® measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled relative to initial index value set to 100 for January 2014.

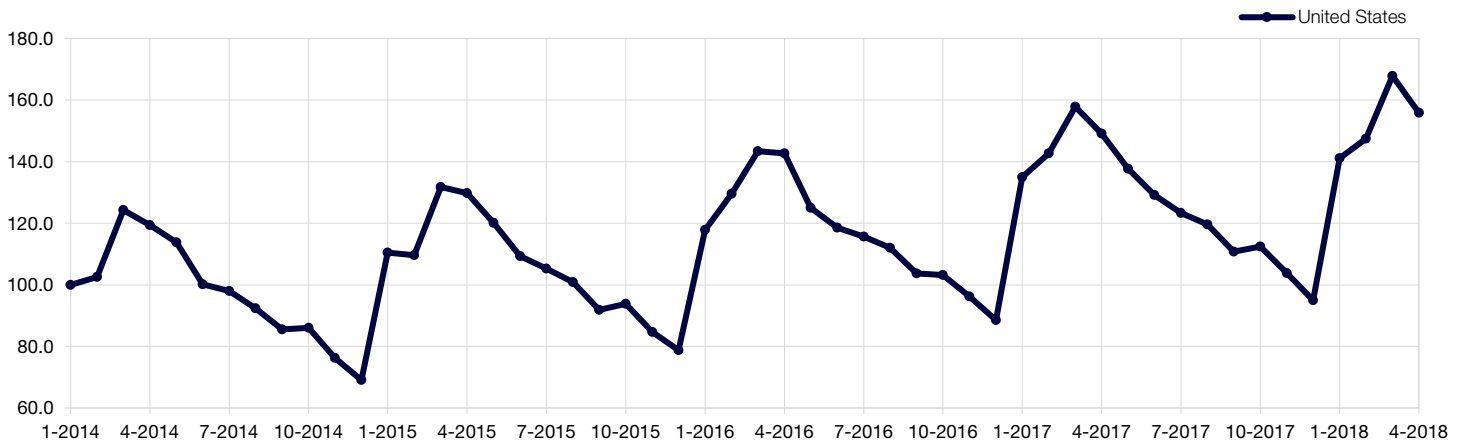
Summary	April 2018	March 2018	April 2017	Percent Change
The national index was up 4.6% compared to 2017, experiencing a similar increase from 2016 to 2017.	155.9	167.8	149.1	+4.6%

April



ShowingTime Showing Index	Prior Year	Percent Change
May 2017	125.0	+10.2%
June 2017	118.6	+8.9%
July 2017	115.7	+6.7%
August 2017	112.0	+6.8%
September 2017	103.7	+6.8%
October 2017	103.1	+9.0%
November 2017	96.2	+7.9%
December 2017	88.5	+7.3%
January 2018	135.0	+4.5%
February 2018	142.7	+3.3%
March 2018	157.8	+6.3%
April 2018	149.1	+4.6%
12-Month Average	120.6	+6.7%

National Historical ShowingTime Showing Index by Month



National ShowingTime Showing Index

155.9
United States



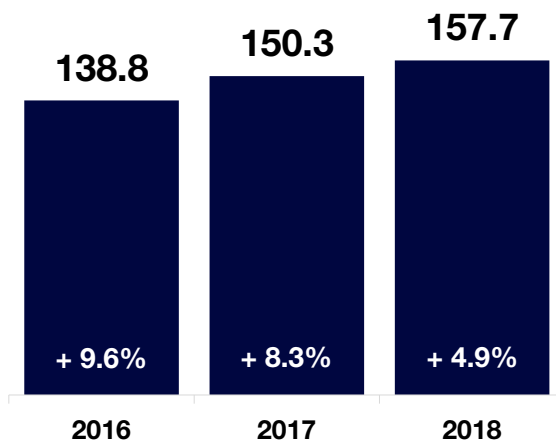
ShowingTime Showing Index®

Northeast Region Report

Methodology: The ShowingTime Showing Index® measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled relative to initial index value set to 100 for January 2014.

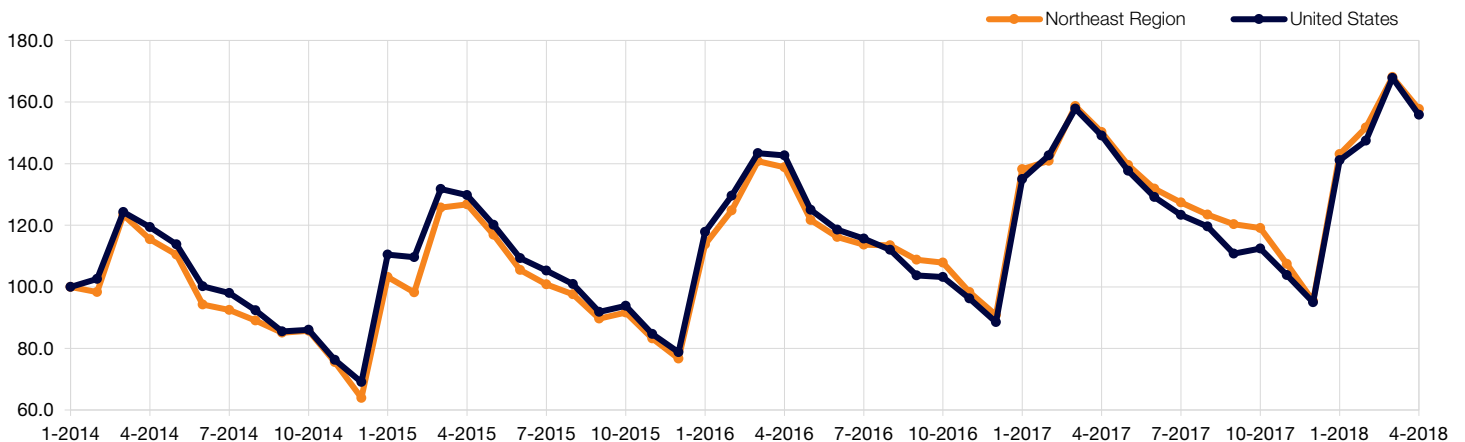
Summary	April 2018	March 2018	April 2017	Percent Change
The Northeast Region index increased 4.9% over April 2017, continuing a multi-year upward trend.	157.7	168.1	150.3	+4.9%

April



ShowingTime Showing Index	Prior Year	Percent Change
May 2017	121.7	+14.7%
June 2017	116.1	+13.6%
July 2017	113.7	+12.0%
August 2017	113.5	+8.7%
September 2017	108.8	+10.6%
October 2017	107.9	+10.3%
November 2017	98.3	+9.3%
December 2017	90.8	+5.1%
January 2018	138.2	+3.5%
February 2018	140.9	+7.7%
March 2018	158.6	+6.0%
April 2018	150.3	+4.9%
12-Month Average	121.6	+8.6%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

157.7
Northeast Region



National ShowingTime Showing Index

155.9
United States



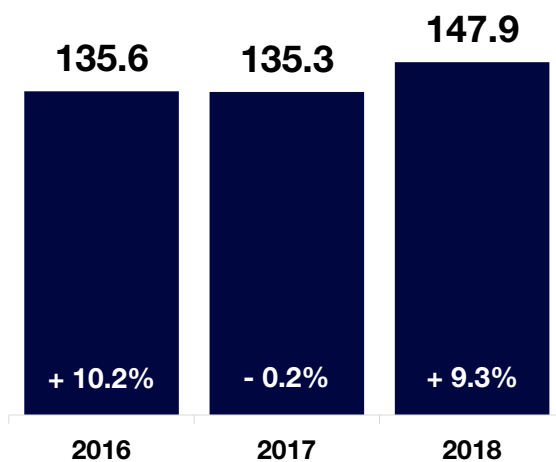
ShowingTime Showing Index®

South Region Report

Methodology: The ShowingTime Showing Index® measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled relative to initial index value set to 100 for January 2014.

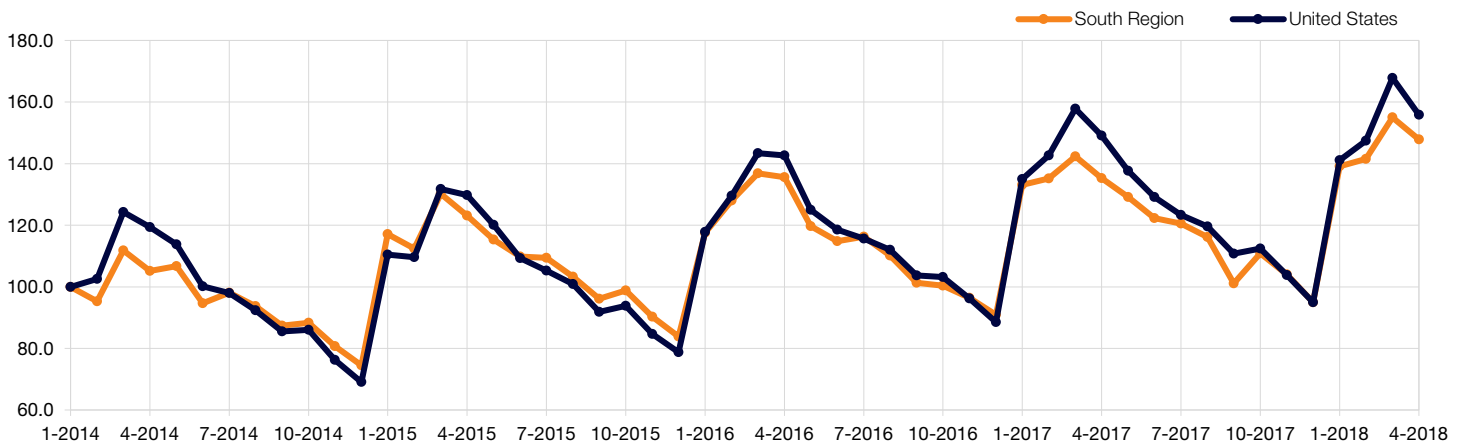
Summary	April 2018	March 2018	April 2017	Percent Change
The South Region index was up 9.3%, posting the highest regional increase in the country.	147.9	155.0	135.3	+9.3%

April



ShowingTime Showing Index	Prior Year	Percent Change
May 2017	119.7	+7.9%
June 2017	114.8	+6.5%
July 2017	116.3	+3.6%
August 2017	110.1	+5.5%
September 2017	101.3	-0.2%
October 2017	100.4	+10.5%
November 2017	96.4	+7.9%
December 2017	91.0	+4.4%
January 2018	133.1	+4.5%
February 2018	135.2	+4.7%
March 2018	142.3	+8.9%
April 2018	135.3	+9.3%
12-Month Average	116.3	+6.3%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

147.9
South Region



National ShowingTime Showing Index

155.9
United States



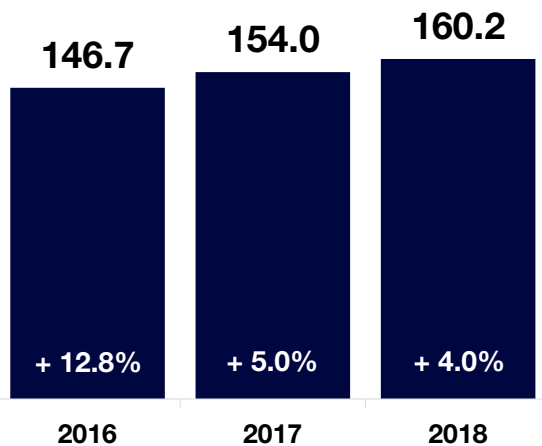
ShowingTime Showing Index®

Midwest Region Report

Methodology: The ShowingTime Showing Index® measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled relative to initial index value set to 100 for January 2014.

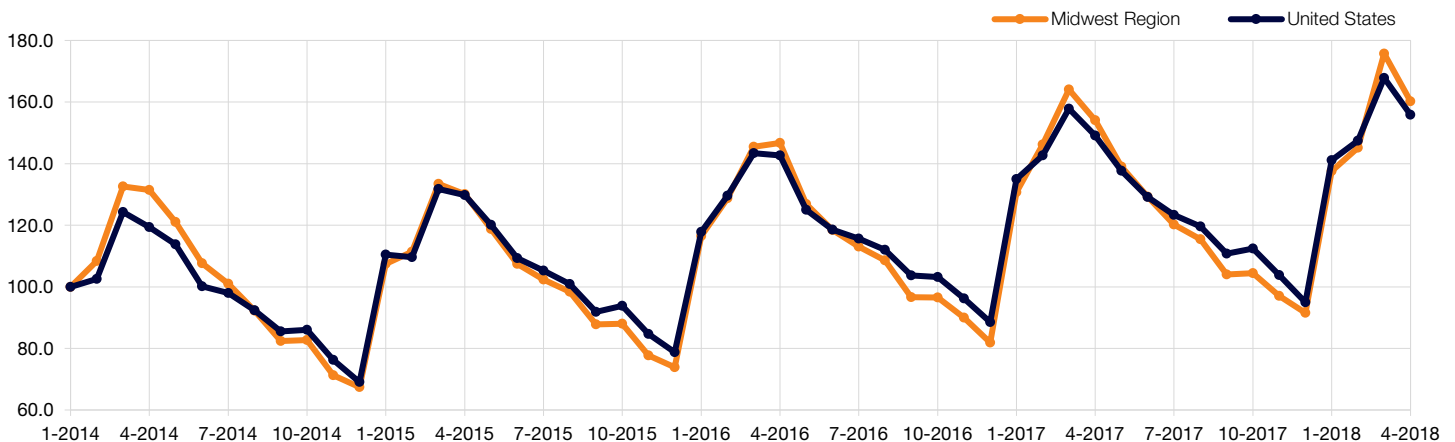
Summary	April 2018	March 2018	April 2017	Percent Change
The Midwest Region index increased 4% from 2017 as buyers remain active in their home searches.	160.2	175.7	154.0	+4.0%

April



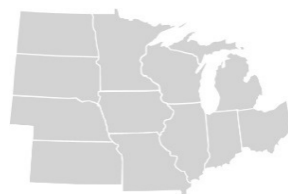
ShowingTime Showing Index	Prior Year	Percent Change
May 2017	126.8	+9.6%
June 2017	118.5	+9.0%
July 2017	113.0	+6.4%
August 2017	108.6	+6.3%
September 2017	96.6	+7.7%
October 2017	96.6	+8.2%
November 2017	89.9	+8.0%
December 2017	81.9	+11.8%
January 2018	130.7	+5.3%
February 2018	146.2	-0.8%
March 2018	164.1	+7.1%
April 2018	154.0	+4.0%
12-Month Average	118.9	+6.5%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

160.2
Midwest Region



National ShowingTime Showing Index

155.9
United States



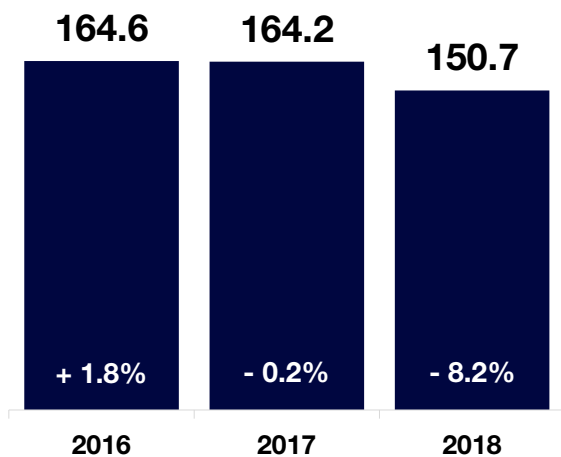
ShowingTime Showing Index®

West Region Report

Methodology: The ShowingTime Showing Index® measures showing traffic per residential property for sale by agents and brokers utilizing ShowingTime solutions for property-access management. A higher number means that an average home receives more buyer visits in a given month. All index values are scaled relative to initial index value set to 100 for January 2014.

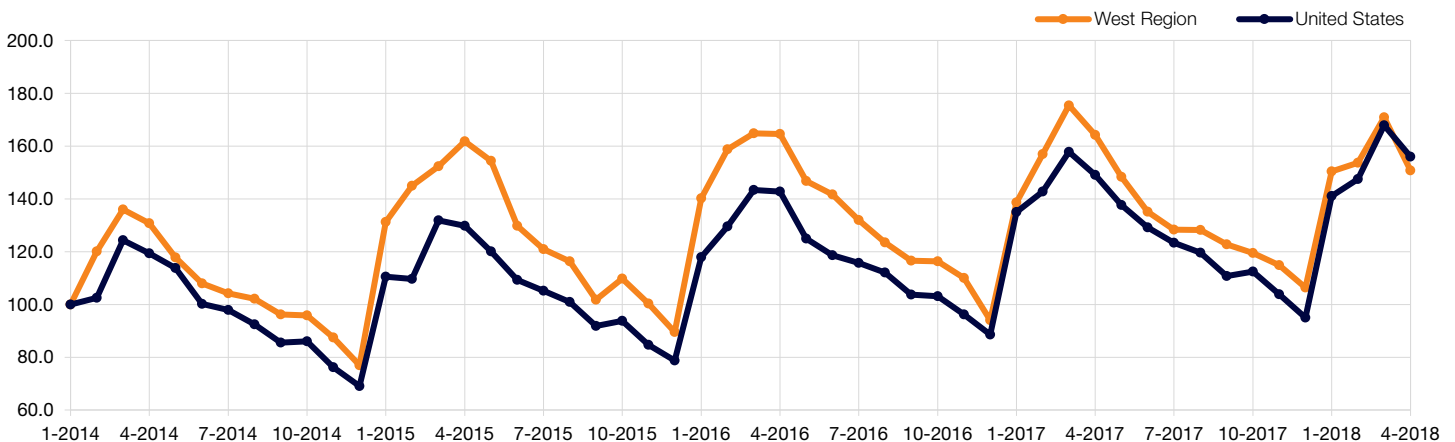
Summary	April 2018	March 2018	April 2017	Percent Change
The West Region index was down 8.2% as many hot markets are seeing homes sold quickly.	150.7	170.8	164.2	-8.2%

April



ShowingTime Showing Index	Prior Year	Percent Change
May 2017	146.8	+1.0%
June 2017	141.6	-4.6%
July 2017	132.0	-2.8%
August 2017	123.4	+3.9%
September 2017	116.6	+5.3%
October 2017	116.3	+2.8%
November 2017	110.0	+4.5%
December 2017	94.1	+13.1%
January 2018	138.6	+8.5%
February 2018	157.0	-2.1%
March 2018	175.4	-2.6%
April 2018	164.2	-8.2%
12-Month Average	134.7	+0.8%

Regional Historical ShowingTime Showing Index by Month



Regional ShowingTime Showing Index

150.7
West Region



National ShowingTime Showing Index

155.9
United States

